

eight and a half, sixteen million dollars, twenty-seven million dollars for three percent. That is a lot of money. But, if you turn it around on the other side and you say we are asking our fiscal analyst whether it be the Department of Revenue or the Fiscal Office or the Governor's Office, we are asking them to project one year in advance, and in some cases two years or a year and a half, 100 percent accuracy in receipts. If they come within 97 percent, then you are at your three percent reserve ratio. Hitting 97 percent accuracy of a one year projection of reserve is darn hard to do. It is mighty accurate. And, as a matter of fact, we haven't done it for the last several years. We have averaged around 96 percent. That is why you can look at your second page of your green sheet and see that we have eliminated what we started with last year, a 4.8 percent reserve is down to zip or down to within a couple of million. If you think changing this cash reserve fund into a regular reserve fund for the purposes of not increasing taxes is a right way way to go, fine, do it. But, I had a sales motivation man talk to an organization that I belong to a couple of years ago, maybe it has been several years ago now, that talked about sales promotion and dealing with customers. He said there is not such thing as a problem. There is only opportunities. I'd recommend to you that if we put this cash reserve fund into our total reserve and think we are going to hold taxes down any better that way than this, we are going to have even more opportunities next year.

PRESIDENT: Senator Beutler.

SENATOR BEUTLER: Mr. Speaker and member of the Legislature, I guess I am also not particularly in favor of this amendment. I don't understand what it adds to the whole scheme of things that it is valuable to us. But in addition to that I would point out to you that if you do adopt this amendment you are going to have to make further amendments because if you look on in the section of statutes that is cited, it says, our reserve under this new calculation shall be not less than three percent and not more than seven percent. Well, the minute you pass this amendment if you calculate the reserve I think it will probably come up to seven and a half or eight percent and you would be in immediate violation of the statute as it exists. So you would need to go back and then give some thought to adjusting those...that less than figure, not less than